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Special Trade Edition

DIG & DUNG

There is no soil, however barren and unproductive, that cannot, by well digging and dunging, be made fertile and prolific.—Adapted from Cervantes' DON QUIXOTE, Part II, Chapter XII.

A Little Magazine for the Gardener

VOL. 1

WAYLAND, MICHIGAN, U. S. A., SEASON OF 1931

NO. 1

FIELD NOTES

You'd be interested in knowing that blooms of Bonnie Brae outsold those of Jersey's Beauty at our gardens this year. Under Skinner Irrigation they were simply irresistible.

Oregon Beauty is another variety that responds wonderfully to water. Under Skinner System our blooms were perfect—not a burned petal during even the hottest weather.

Laura Morris made the best showing of any yellow variety in our fields. Massive blooms, long, strong stems, and rank foliage attracted the attention of everyone. This variety will be here long after most of the other new ones are gone. We introduced it on its merits alone—never crowded it into the shows or boosted it with elaborate colored pictures, but it is getting well distributed throughout the country, nevertheless, and you will hear from it strong in due time. Mr. Harman, of the Laurelton Dahlia Farm, Long Island, says it is "a wonderful flower, giant bloom 10 inches across, vigorous grower," etc. Mrs. Gennett, whose home is one of the show places in Asheville, N. C., refers to it as "the finest and largest yellow dahlia grown." You can't go wrong with Laura Morris, and I will stake my reputation on your good opinion of it if you try it this season. You

will sell all your surplus without effort when people see it in bloom among your other varieties.

Snowdrift has held the lead over all whites, judging from admirers at our fields this season, with Purity a close second. This is not a large bloom, but a clean, pure white that cuts well and seldom scorches.

Visitors always admire LeGrande Manitou, but we warn them about its tendency to revert to solid color, notwithstanding our extreme care in tagging out all reverisons.

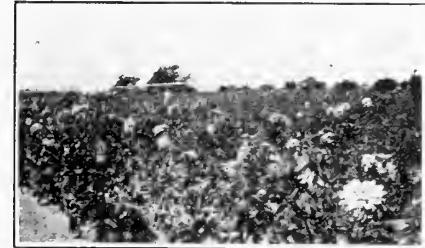
Judge Marean, as usual, has been a wonderfully profuse bloomer, as have Bertha Horne, Countess of Lonsdale, Jean Kerr, Darlene, Countess of Pembroke, Aurore, Theo. Vail, etc. All of these sold well at the fields, too. There is money in these varieties for any florist.

Dakota, Venus, Judge Parker, and Bashful Giant showed a mass of giant blooms that sold a lot of tubers for us this year.

FERTILIZING THE DAHLIA

We sow vetch at the rate of 20 lbs. per acre among our dahlias at last cultivation—just as plants start to bloom freely—then in early spring we cover with cow manure, and about May first plow deep, giving us a fine layer of humus, which with the potash and superphosphate mixture used in hills at time of planting, gives us an abundance of perfectly balanced food for both flowers and roots which come later. Scientific methods of culture are the sole basis of our superior stock.

Emerson said "There is always a best way of doing everything, if it be but to boil an egg." This applies to growing dahlias as well as to anything else.



Tubers are going fast this year. The severe drought means a short crop, and we cannot urge you too strongly to buy early. Don't wait for bargain prices on surplus stock late in the season. "There ain't gonna be no surplus" this year—not of good stock from reliable growers. Many plants not under irrigation have not bloomed at all, and could not, therefore, be properly rouged, and the result is bound to be a lot of mixed stuff that will prove dear at any price.

Out of the hundreds—yes, thousands—of varieties of dahlias that have been introduced in the last thirty years, how many would you select if you were thinking of planting a thousand or more tubers of each variety? Surely not more than a score, and probably not that many. You would want Mrs. I. de Ver Warner, Jersey's Beauty, and a few others, of course; but among the introductions of the last three years do you know of a single one that you would feel safe in planting heavily, and still be sure of moving your crop? Don't fall too hard for fads and novelties.

We have discontinued the growing of pompons entirely, also collarettes.



Don't Omit LAURA MORRIS from Your List

DIG & DUNG

PUBLISHED BY

WAYLAND DAHLIA GARDENS

E. R. RYNO, PROP.

WAYLAND, MICHIGAN

SEASON OF 1931

You would be interested in following our dahlias through the entire season from time of planting until tubers are packed and shipped into every state in the Union and many foreign countries, ready to be planted for a crop in other soils and under varying climatic conditions. Our tubers are grown right, fully matured before digging, then they are stored and handled just right to give best results. You don't get stunted plants or poor results just because of a change in growing conditions. A trial order will convince you that "we know our dahlias" and how to handle them. You may think this is bologna, but there is really a lot more to a good dahlia tuber than just looks. Where tubers are planted late, as is the case where the raising of flowers is the principal object, (the surplus tubers being a necessary by-product) the result is a crop of tubers not fully matured and oftentimes unable to produce a strong, healthy plant. It always pays to get the best stock, whether you want it to plant or for resale.

Garden Books

A few selected titles for your customers or your own bookshelf.

Modern Dahlia Culture, by W. H. Waite	\$ 1.50
Rock Garden Primer, by Archie Thornton	2.00
The Book of Annuals, by A. C. Hottes	1.50
The Book of Perennials, by A. C. Hottes	1.50
Complete Home Landscape, by A. J. Jennings	2.50
Practical Landscape Gardening, by Robt. B. Cridland	2.50
Principles of Flower Arrangement, by E. A. White	3.00
Commercial Floriculture, by Fritz Bahr	5.50
The Retail Flower Shop, by Robt. Kift	3.50
The Small Nursery, by Nelson Coon	1.50

Discount to the trade only, 25%. If wanted by mail add 15c for postage on each book ordered. Send for catalog of other garden books.

WAYLAND DAHLIA GARDENS

Wayland — Michigan

Our prices are made subject to stock being unsold when order is received; and orders are accepted with the usual reservation regarding fire, or other causes beyond our control.

If you list Laura Morris in your catalog this year at \$3. we will supply you with tubers for your orders at the net price, \$2. less an extra discount of 10%, making them cost you \$1.80 each. If you place your order for 10 or more tubers at this special price, we will furnish you with an electro for use in your catalog, free of charge. See last page.

We are offering a number of really good florist's varieties in the five and six dollar class this year. A good time to get started on some of these varieties.

If you want to make up a bargain collection of 4, 5, 6, or more tubers to retail at \$1. or more, let us suggest an assortment of varieties, selected to harmonize in color, blooming time, etc. We can furnish such collections, with each tuber wrapped and labelled, the collection packed in a neat substantial two-section corrugated mailing carton, with cultural direction leaflet, ready to attach your own mailing label, at from \$35. per hundred collections, up, according to number of tubers, varieties, etc. Where two hundred or more collections are ordered, we will use specially printed labels in color to suit. Our service in this line is a specialty and we can give you some bargains that will greatly increase you business. A really good dollar collection almost always adds several new customers for tubers at regular prices. Try it.

For example, we offer these collections:

No. 1, comprising Kreimhilde, Rene Cayeux, Jeanne Charmet, Doazon, Arabella and Storm King. Six tubers in each carton, price, \$42.50 per hundred collections.

No. 2, comprising Bonnie Brae, Mrs. I. de Ver Warner, Patrick O'Mara and Pride of California. Four tubers in each carton, price, \$48. per hundred collections.

No. 11, comprising Lawine, Libelle, Frank A. Walker, Oregon Beauty, Maude Adams and Yellow Duke. Six tubers in each carton, price \$42.50 per hundred collections.

No. 3, comprising Diana, Bertha Horne, Darlene, Sebastopol, Swift and Aurore. Six tubers in each carton. Price, \$48. per hundred collections.



The RAIN WAVE

Just the sprinkler for use as an auxiliary irrigation system for reaching small plots, corners, etc., not covered by the larger spray lines. Waters a space 50 to 60 feet square at each move. Weighs only 17 lbs. Compact, easily moved and stored. Durable, lasts a lifetime. Operates on 25 pounds pressure and up. Comes ready for use. Retails for \$35. One of the best side lines for florists and nurserymen. Your customers need it and buy at sight. 20 per cent discount to the trade when ordered for resale. Immediate shipment from stock.

WAYLAND DAHLIA GARDENS
Distributors - Wayland, Michigan

tions.

These collections make dandy premiums as well as bargain leaders.

Any other collections can be made up to suit special requirements.

The FLORISTS' REVIEW gave a selected list of twenty dahlias for cut flower purposes. This list still stands as about the best selection that can be made. It comprises the following varieties:

Decorative—Jersey's Beauty, Judge Marean, Mrs. I. de Ver Warner, Rosa Nell, Charm, Delice, Insulinde, Patrick O'Mara, Sylvia, 'The Millionaire.

Cactus—Countess of Lonsdale, Bianca, Golden West.

Peony-flowered—Jan Olieslanger, Queen Wilhelmina.

Show—A. D. Lovoni, Dorothy Peacock, Jean Kerr, Stradella, Yellow Duke.

We will supply ten tubers of each of these twenty varieties, two hundred tubers in all, for \$24. This will give you an excellent assortment at an exceedingly low cost.

I always liked the spirit of the drummer boy of Napoleon, who could not beat retreat, but who could beat a charge that would stir men's souls to action and make the dead fall into line. That spirit today would do a lot towards reviving business.



Blue Label Dahlias Always Satisfy



See Last Page for Description and Special Offer

TRADE PRICES FOR 1931

At \$5. per Hundred

Marjorie Castleton, Osprey, Queen of Hearts, Blue Oban, Jack Rose, Ora Dow, Pink Jack Rose, Princess Julian, Queen Mary, Yellow Colosse, Adele, Duke Henry, Glory of Baarn, Hortulanus Budde, John Green, Little Pink Kitten of Oz, Mme. Von Bystein, Bertha Bernstein, Black Hussar, Bonnie Blue.

At \$6. per Hundred

J. H. Jackson, Lawine, Libelle, Aida, Azalea, Countess of Pembroke, Darlene, Doazon, Frank A. Walker, Hochsai, Mrs. Hugo Kind, A. D. Lironi, Arabella, Storm King, Stradella, Vivian.

At \$8. per Hundred

Diana, Kreimhilde, Red Cross, Rene Cayeux, Wodan, Flamingo, Le Mandarin, Madonna, Oregon Beauty, Pride of California, Sylvia, Aurore, Jan Olieslager, Queen Wilhelmina, Dorothy Peacock, Grand Duchess Marie, Maude Adams, Yellow Duke, White Swan.

At \$10. per Hundred

Bertha Horne, Bride's Bouquet, Countess of Lonsdale, Etenard de Lyon, Sunset Glow, L. K. Peacock, J. D. Long, Jeanne Charnet, King

of Commerce, Mina Burgle, Mrs. Carl Salbach, Purple Manitou, Sebastopol, Swift, Colossal Peace, White Cap.

At \$12. per Hundred

Blue Porthos, Carmencita, Catherine Wilcox, Dakota, Dr. Tevis, Jane Selby, Le Grande Manitou, Mabel Thatcher, Mrs. I. de Ver Warner, Rosemawr, Sequoia Gigantea, Theo. Vail, Venus, White Dove.

At \$15. per Hundred

Bianca, Golden West, Amun Ra, Bonnie Brae, California Superba, Charm, Colossal Pink, Delice, Judge Alton B. Parker, Mr. C. H. Dresselhuis, Patrick O'Mara, Purity, Rosa Nell, The Millionaire, Polar Star, Rosalia Styles, Sweetheart's Bouquet, The Billionaire, Jean Kerr.

At \$18. per Hundred

Bashful Giant, Jersey's Beauty, Judge Marean, N. C. 4, Snowdrift, The Emperor, U. S. A., Geisha.

At \$20. per Hundred

Halvela, Kittie Dunlap, Mr. Crowley, Sagamore.

At \$25. per Hundred

Agnes Haviland, Alexander Waldie, Ellinor Vanderveer, Mrs. John T. Scheepers, Paul Michael, Cigarette.

At \$30. per Hundred

C. P. R., E. T. Bedford, Insulinde, Clara Seaton.

If tubers are to be wrapped and labelled for resale, add \$1. per hundred to above prices.

SPECIAL—We will send you 250 tubers of assorted varieties, every tuber wrapped and labelled for counter trade, for \$20. This assortment will include many really fine varieties of which our stock is too small to list in quantity, and we guarantee a low wholesale value of at least \$30, and retail value of at least \$62.50. Half-size assortment (125 tubers, every one wrapped and labelled) for \$10.50. If you want to offer your customers some wonderful values in dahlias, don't fail to order either the half or full assortment—and at the price quoted it makes some mighty low price planting stock.

Our retail catalog (copy of which will be mailed to you early in January) lists hundreds of varieties not found in our regular wholesale list. On all such varieties, we allow a uniform trade discount of 33 1/3%.

We do not sell undivided clumps of dahlia tubers.



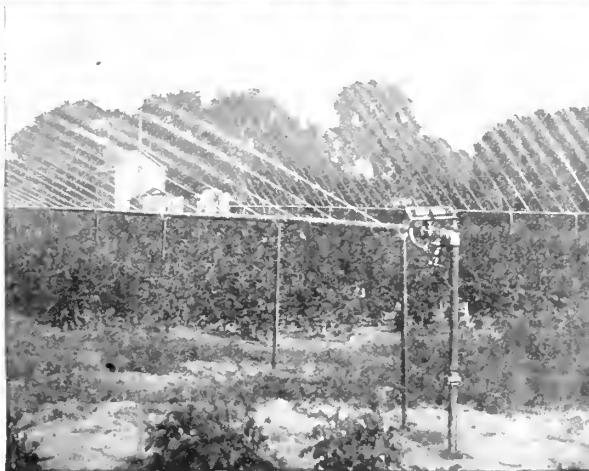
These views were taken at the Wayland Dahlia Gardens just after their Skinner Irrigation System was installed.

Later, during September, these fields presented a most remarkable view, with healthy, vigorous plants and hundreds of thousands of matchless flowers, leaving no doubt in the minds of observers as to the wonderful results obtained from Skinner Irrigation.

Still later, the increase in root crop proved to be more than sufficient to pay for the entire cost of installation in a single year.

You can't grow perfect dahlias, either roots or blooms, without plenty of water at just the right time.

For full information regarding equipment for large or small gardens, write



SKINNER IRRIGATION CO., Troy, Ohio



Duplicate electro of above halftone sent free with each order for 10 or more tubers of Laura Morris, if you will list it in your catalog.

Laura Morris

The Perfect Yellow Dahlia

This wonderful dahlia was originated by Mr. Geo. A. Relyea, of Connecticut, and introduced by us in 1929; and after three season's growing, we do not hesitate in offering it as the largest and by all means the finest yellow decorative we have ever seen. The plant is a rank grower, not affected by thrip or hot weather, a profuse bloomer on long, strong stems, and a remarkably good root maker for such a large flower. Giant blooms, 9 to 10 inches across, full deep centers, under ordinary field culture, without disbudding. Color a pure, rich, deep strontian yellow with back petals of amber yellow. A more attractive flower than Mrs. Scheepers, because of its much deeper color. Sure to be a winner for both exhibition and cut flower purposes. Retail price for 1931, \$3. each. Trade price, \$2. each, with an extra discount of 10% (making it \$1.80 each net) if you list it in your catalog.

Wayland Dahlia Gardens

WAYLAND

—
MICHIGAN

TERMS AND CONDITIONS

Not less than 10 tubers will be supplied at the hundred rate, and no wholesale orders will be accepted for less than \$5, unless the season's orders amount to at least \$10 in the aggregate, in which case all orders will be billed at the minimum rate.

While we seldom fail to complete accepted orders, we reserve the right to omit any part of order where unexpected or unavoidable shortage of any variety occurs.

We will not substitute unless specifically instructed to do so. If sold out of any particular variety when order is received, we will so advise at once.

All orders shipped at purchaser's expense and risk, and although we exercise every precaution to pack tubers safely against

freezing, we do not guarantee against damage in transit.

Always state time and mode of shipment, otherwise we will use our best judgment, but without assuming any responsibility in the matter.

No extra charge made for packing and delivery to carrier, except where tubers are put up in special packages for resale.

Claims for rejections, errors, or omissions must be made within ten days after arrival of tubers.

GUARANTEE—While we exercise the greatest care to have all our stock true to label, and hold ourselves prepared to replace, on proper proof, all that may prove untrue, we do not give any warranty, expressed or implied, and in case of any error

on our part, it is mutually agreed between the purchaser and ourselves that we shall not at any time be held responsible for a greater amount than the original purchase price of the stock.

TERMS—Unknown persons should send either cash in full with order, or 25 per cent with order, balance C. O. D. Parties whose credit is approved may order tubers shipped any time after December first, and invoice for same will be dated June first following. Accounts unpaid after that date are subject to an interest charge at the rate of 6 per cent per annum. No accounts carried where amount is less than \$25.

REFERENCE—As to our responsibility, we refer to the Wayland State Bank, Wayland, Michigan.

Wayland Dahlia Gardens, Wayland, Michigan, U. S. A.

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Special Trade Edition

DIG & DUNG

A Little Magazine for the Gardener

WITH 1931 TRADE PRICES

ON

DAHLIAS

WAYLAND DAHLIA GARDENS

E. R. Ryno, Prop.

Wayland, Mich., U. S. A.

Printed in U. S. A.

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